

NORTH FLORIDA LENDER NEWS

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Check out the SBA Calendar of Events

Special Points of Interest

- Recovery Act– Coming soon!
- North Florida District Calendar of Events
- FY 2009 Loan Approvals by 7(a), 504 and County for month ending February 28, 2009

Helping small businesses



Your Small Business Resource

NEWS FROM THE SBA NORTH FLORIDA DISTRICT:

SBA Lender Training in Jacksonville March 18th!

SBA's North Florida District Office will be conducting **FREE** orientation classes for lenders in our office at 7825 Baymeadows Way, Suite 100-B, Jacksonville, FL on March 18, 2009. Orientation encompasses Centralized Processing for Standard 7(a) Loans, the 504 Loan Program, SBAExpress, and PatriotExpress policies and procedures for your marketing personnel, loan officers, and/or credit analysts **AND** loan closing, servicing, liquidation and guaranty purchase policies and procedures for those personnel responsible for closing loans, post-closing servicing, loan accounting, and/or liquidation and purchases.

Time for classes is 9:00 AM until 1:00 PM. Classes tend to fill up quickly so **RESERVE YOUR SPOT EARLY!** You may register by calling Rosalind Bryant at 904/443-1906. If for any reason you find that you will be unable to attend your scheduled class, **PLEASE** telephone our office and cancel so that a replacement can be selected for your slot.

THE RECOVERY ACT

What's Coming Our Way?? Here are Some Highlights– BUT, Stay Tuned as these Great Tools for Small Businesses Begin To Unfold.....

- Eliminating loan fees charged to borrowers and lenders for nearly \$6 Billion in loans.
- Allowing SBA to step up its guaranteed share on some loans to 90 percent.
- Expanding lending by SBA-backed microlenders by an additional \$50 million.
- Helping viable small businesses caught in immediate financial hardship to borrow under an entirely new program to help them make payments on existing small business loans
- Allowing small businesses to use SBA's 504 program to refinance existing fixed asset loans as part of a business expansion project.

The bill also helps address broader market challenges by:

- Creating a temporary, guaranteed secondary market for bank loans made under the 504 loan program.
- Helping unlock the 7(a) secondary market through SBA loans to broker-dealers so they can buy SBA-backed loans from lenders and pool them for sale to investors on the secondary loan market.

MORE INFORMATION, ROUNDTABLES, CONFERENCE CALLS AND MORE WILL BE TAKING PLACE IN THE VERY NEAR FUTURE TO EXPLAIN IMPLEMENTATION– PLEASE STAY TUNED!

LENDERS– Please e-mail us your Staff Changes and updates so we can keep our database current and best inform you of lending news! Please send any changes in contact information to lola.naylor@sba.gov. Thank You!!!

Let us know what
you are up to!
Please send any
upcoming events
to

lola.naylor@sba.gov

SBA CALENDAR OF EVENTS

On-Going Across the District: SCORE Counseling for start up small business help—visit www.score.org to find your local chapter to make an appointment!

March 18— Jacksonville

Lender Training! For more information and to RSVP, contact Veronica Wallace, 904-443-1923 or veronica.wallace@sba.gov

March 31 - Jacksonville

Learn What the SBA has to offer! 10:00 am to 12:00 pm at the SBA District Office, 7825 Baymeadows Way Suite 100-B. For more info and for registration instructions, please visit www.sba.gov/fl/north.

April 1 - Gainesville

The University of Florida's 2009 Small Business Conference & Trade Fair at the UF Hilton Hotel & Conference Center. For more information, please contact 352-392-0380.

April 9 - Eglin AFB

2009 Eglin Small Business Vendor Show-Officer's Club, Eglin AFB, 9:00 am to 3:00 pm. For application, [please click here:](#)

April 30- Jacksonville
Small Business Week Celebration & Lender Awards, UNF University Center— Save the Date! Contact 904-620-2476 for more information.

Through its Faith-Based and Community Initiative (FBCI), the SBA is reaching out to foster business development opportunities in every corner of America. Entrepreneurial development is the key to the economic growth of our nation. For more information, please contact at Donna Padgug at (904) 443-1971 or donna.padgug@sba.gov

SMALL BUSINESS ADMINISTRATION NORTH FLORIDA DISTRICT OFFICE 504 Loans Year to Date for FY 2009		
		As of 2/28/2009
Lender Name	Number of Loans	Dollar Amount
FLORIDA BUSINESS DEVELOPMENT CORPORATION	37	\$19,139,000.00
FLORIDA FIRST CAPITAL FINANCE CORPORATION, INC.	21	\$11,787,000.00
ESSENTIAL CAPITAL FINANCE, INC.	1	\$280,000.00
GULFCOAST BUSINESS FINANCE, INC.	1	\$160,000.00
INDEPENDENT DEVELOPMENT SERVICES CORPORATION	1	\$275,000.00
TOTAL:	61	\$31,641,000.00

**7(a) SBA
North
Florida
Loans
Approved as
of
February 28,
FY 2009**

**12% (18 Loans) of
SBA' North
Florida 7(a)
Loans as of
January 31, 2009
were approved to
Veterans.**

Lender	Number of Loans	Dollar Amount
SUPERIOR FINANCIAL GROUP, LLC	26	\$240,000.00
INNOVATIVE BANK	14	\$370,000.00
SUNTRUST BANK	14	\$636,500.00
COMPASS BANK	11	\$217,000.00
FIRST COAST COMMUNITY BANK	10	\$1,639,000.00
REGIONS BANK	9	\$2,045,200.00
THE HUNTINGTON NATIONAL BANK	7	\$7,712,200.00
WACHOVIA SBA LENDING, INC.	7	\$5,186,100.00
COMMUNITY WEST BANK, NATIONAL ASSOCIATION	6	\$1,890,700.00
BANKFIRST	6	\$1,438,300.00
AMERICAN ENTERPRISE BANK OF FLORIDA	5	\$606,000.00
BANCO POPULAR NORTH AMERICA	4	\$1,045,500.00
FIFTH THIRD BANK	4	\$777,200.00
PNC BANK, NATIONAL ASSOCIATION	4	\$1,960,100.00
BORREGO SPRINGS BANK, N.A.	4	\$150,000.00
CIT SMALL BUSINESS LENDING CORPORATION	3	\$936,000.00
U.S. BANK NATIONAL ASSOCIATION	3	\$4,981,000.00
SYNOVUS BANK	2	\$575,000.00
COMMUNITY SOUTH BANK	2	\$1,899,800.00
BRANCH BANKING AND TRUST COMPANY	2	\$170,000.00
PINNACLE BANK	2	\$933,000.00
HAVEN TRUST BANK FLORIDA	2	\$182,000.00
WACHOVIA BANK, NATIONAL ASSOCIATION	2	\$400,000.00
BANCFIRST	2	\$430,000.00
BANK OF AMERICA, NATIONAL ASSOCIATION	2	\$125,000.00
NEWTEK SMALL BUSINESS FINANCE, INC.	2	\$646,000.00
CENTERBANK OF JACKSONVILLE, N.A.	2	\$650,000.00
BEACH COMMUNITY BANK	1	\$497,236.00
COASTAL BANK AND TRUST OF FLORIDA	1	\$50,000.00
COMMERCE BANK, A DIVISION OF	1	\$200,000.00
HANCOCK BANK	1	\$200,000.00
TD BANK, NATIONAL ASSOCIATION	1	\$85,000.00
RIDGESTONE BANK	1	\$460,000.00
PEOPLES FIRST COMMUNITY BANK	1	\$70,000.00
MERCHANTS & SOUTHERN BANK	1	\$54,800.00
MAINSTREET LENDER 7(A), LLC	1	\$648,000.00
FIRST NATIONAL BANK NORTHWEST FLORIDA	1	\$786,000.00
WELLS FARGO BANK, NATIONAL ASSOCIATION	1	\$782,000.00
AMERICAN BUSINESS LENDING, INC.	1	\$445,000.00
FIRST WESTERN SBLIC, INC	1	\$145,000.00
FIRST COMMERCIAL BANK OF FLORIDA	1	\$68,000.00
FIRST BANK	1	\$150,000.00
LIVE OAK BANKING COMPANY	1	\$2,000,000.00
Total	173	\$44,482,636.00

The SBA staff is happy to speak on SBA's Programs & Services to lenders, small businesses, organizations, etc. – Please coordinate with lola.naylor@sba.gov!

NORTH FLORIDA DISTRICT LOANS BY COUNTY MONTH ENDING
FEBRUARY 28, 2009

County	Number of Loans	Dollar Amount
ALACHUA	5	\$2,292,800.00
BAY	7	\$275,000.00
BRADFORD	1	\$280,000.00
CITRUS	6	\$3,515,000.00
CLAY	7	\$3,156,000.00
COLUMBIA	1	\$750,000.00
DUVAL	59	\$14,752,000.00
ESCAMBIA	7	\$1,112,900.00
FLAGLER	1	\$237,000.00
HERNANDO	9	\$6,480,200.00
LAKE	11	\$4,581,100.00
LEON	4	\$3,438,000.00
MARION	3	\$525,000.00
NASSAU	5	\$1,190,500.00
OKALOOSA	6	\$1,344,236.00
ORANGE	54	\$12,303,700.00
SANTA ROSA	2	\$462,000.00
SEMINOLE	26	\$12,010,300.00
ST. JOHNS	9	\$3,314,000.00
SUMTER	2	\$25,000.00
VOLUSIA	7	\$2,917,900.00
WAKULLA	1	\$981,000.00
WASHINGTON	1	\$180,000.00
Total:	234	\$76,123,636.00

**SAVE THE
DATE!**

**2009 Small
Business Week &
LENDER
AWARDS
Celebration
in Jacksonville!**

**April 30, 2009
University of North Florida
University Center**

**Keynote Address By:
Tom Szaky, Founder of
Terra Cycle, Author, &
Pioneer in Doing Business in the Green
Industry**

***Sponsorship & Corporate
tables available- for more
information, please contact
904-620-2476 or
www.sbdc.unf.edu***